



Mike Hughes & Partners Finance Brokers (South West) Newsletter Issue # 10, September 2010

A Minute with the Partners

Now that the federal election is over, we can all get down to our daily business of operating a successful business, in spite of the hurdles put in front of us by governments and lending institutions. Small business is the backbone of employment in Australia and has not been receiving support from both governments and banks alike.

As you are most likely aware, our firm's client base is 100% made up of small business operators in many facets of business. Our firm, comprising 7 staff in total is also a small business and we, like yourselves, are well aware of the day to day problems of small business. We are however well placed to assist our client base through both the good times as well as the tough times.

All of our experienced staff pride themselves on going that extra yard to ensure that clients obtain the best finance deals available. Our personal service is paramount to our business aims – we strive to assist clients in any way possible with a view to them introducing further potential clients to our firm.

Please do not hesitate to call our firm for any finance query you may have.

Our Experience Servicing You

New Office Location

As some of our clients may already be aware, Mike Hughes & Partners (South West) has recently moved. We are now based at our new purpose built office facility at 215 Beaconsfield Street Milperra 2214. Our new larger office includes a Boardroom for sign ups and client meetings and is conveniently located adjacent to the M5 motorway allowing access from the city or the west via the Henry Lawson Drive exit of the motorway. We welcome our clients to drop past our new location at any time. We have diverted all phone and fax numbers from the old office, however we would like all of our clients to note our new contact details in their phones as follows:

New Phone No: (02) 9772 0124

New Fax No: (02) 9772 0131

215 Beaconsfield St Milperra



New Look Website

As promised in our last issue of the newsletter, we have launched our new look website. Our website has been expanded to include pages relating to our "Products and Services", "Information" including links to our Application Pages, Change of Address and Change of Bank Details forms, an archive of our past newsletters and a copy of recent brochures and calendars. We have also added a "Professional Services Directory" which lists the contact details of professionals such as Accountants, Solicitors and Insurance Brokers. Our "Links" page has handy web addresses for Truckhub, REVS, Veda Advantage (Credit Check) and many other useful information points. Please feel free to utilise these links. We also have a map of our new location on the "Contact Us" page. We also invite all of our clients to send us their current email address via our "Contact Form" so we can add these details to our client files. Your email address can be of use to us if we need to expedite documentation to you quickly. Please save us in your favourites and check out our website regularly for updates!

Mike Hughes & Partners Finance Brokers (South West)

Phone: (02) 9772 0124 Fax: (02) 9772 0131

Email: info@mikehughespartners.com.au

Website: <http://www.mikehughespartners.com.au>

215 Beaconsfield Street Milperra NSW 2214

Our Services

When you contact Mike Hughes & Partners (South West) for all your finance needs, you can rest assured that we have the products that can assist with all your requirements. Our main core business is Equipment Finance, where we can arrange various finance contracts to suit your situation. We specialise in numerous industries including transport, earthmoving / excavation, engineering, manufacturing and mining, just to name a few. If you require any type of equipment for your business, we can arrange this for you. We also arrange finance for ALL types of motor vehicles, so please keep us in mind when you are looking for your new or used car. In addition to our expertise in Equipment Finance, we also offer many other services. If you are in the market for a Commercial / Business or Mortgage Loan, we can guide you in the right direction. Via our many contacts in the insurance industry, we are also able to put you in contact with many experienced professionals who have access to numerous insurers, designed to cater for all of your insurance needs. So, if you are in the process of reviewing your insurances, please let us know, we can assist you. As you can see, when you contact Mike Hughes & Partners (South West) for assistance, we have the ability to cater for all your business requirements, making the whole process a simple and more pleasurable experience. It also allows you to concentrate on what you do best – running your business! Please give us a call or peruse our new website for further information. We are always happy to travel to you to minimise the time taken out of your day.



Joke of the Issue

A coupla blokes in the South Australian outback were entertaining themselves with the politically incorrect game of tying sticks of dynamite to rabbits which would run into their burrows to hide and boof! Huge clouds of dust would fly out of the holes in the ground. This went on for a little while until karma caught up with the blokes and the next rabbit did not go down its hole but hid under their brand new Toyota Landcruiser!!

2010 Tax Returns Reminder

Financial Year Ended 2010 Financials and Tax Returns are now being requested for finance applications. Please remember that in the current lending environment, banks are always looking for the most up to date information possible when assessing credit applications. If you have the capability of providing interim figures via an MYOB program or similar, in addition to the finalised financials required, it could be extremely helpful in obtaining the necessary finance required for your business.

Clients in Focus

DK Custom Parts Pty Ltd

Deryck Horsnell, the director of DK Custom Parts Pty Ltd, has been in operation since 1999 and involved in the industry as a whole for well over 20 years. The company predominantly specialises in wirecutting and

toolmaking for numerous industries, providing them with assistance in both the design and manufacture of a wide variety of parts. The company specialises in the manufacture of crimping tool components for the electrical industry and can supply superseded parts no longer available from the original manufacturers. DK Custom Parts has extensive experience, from the re-manufacture of broken machine tool parts, to a full design and build of a wide range of assemblies. Other services offered by DK Custom Parts include wirecutting, small hole EDM drilling, press tools, prototypes and CAD design. Deryck has a fully stocked workshop, comprising of the specific machines and tools required to keep his ever increasing client base well serviced. So, if your business requires the services of an experienced wirecutter / toolmaker, please give Deryck at DK Custom Parts a call on **(02) 9772-0340** or **0425356918**. Better still, if you are driving by, please drop in and visit him at his new factory premises located at 215 Beaconsfield Street, Milperra and he will be only too pleased to assist you with any requirements you and your business may need.



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